

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	63	46	+37%	111	76	+46.1%
New Listing Volume	\$17,019,249	\$10,384,700	+63.9%	\$29,569,149	\$16,524,187	+78.9%
Active Listing Count	312	346	-9.8%	N/A	N/A	
Active Listing Volume	\$116,338,789	\$123,817,649	-6%	N/A	N/A	
Average Listing Price	\$372,881	\$357,854	+4.2%	\$366,932	\$358,162	+2.4%
Median Listing Price	\$287,000	\$267,000	+7.5%	\$286,974	\$268,004	+7.1%
Median Days in RPR	162.5	188	-13.6%	163.17	180.89	-9.8%
Months of Inventory	10.4	11.9	-12.8%	12.3	11	+11.9%
Absorption Rate	9.62%	8.38%	+1.2%	8.1%	9.06%	-1%
Sales Activity Charts Metrics						
New Pending Sales Count	64	41	+56.1%	110	67	+64.2%
New Pending Sales Volume	\$17,756,600	\$9,054,800	+96.1%	\$31,086,000	\$17,255,700	+80.1%
Pending Sales Count	118	63	+87.3%	N/A	N/A	
Pending Sales Volume	\$36,392,000	\$17,545,000	+107.4%	N/A	N/A	
Closed Sales Count	15	24	-37.5%	45	53	-15.1%
Closed Sales Volume	\$3,335,500	\$4,607,195	-27.6%	\$12,749,375	\$12,235,520	+4.2%
Average Sales Price	\$222,367	\$191,966	+15.8%	\$283,319	\$230,859	+22.7%
Median Sales Price	\$217,500	\$181,598	+19.8%	\$223,833	\$216,289	+3.5%

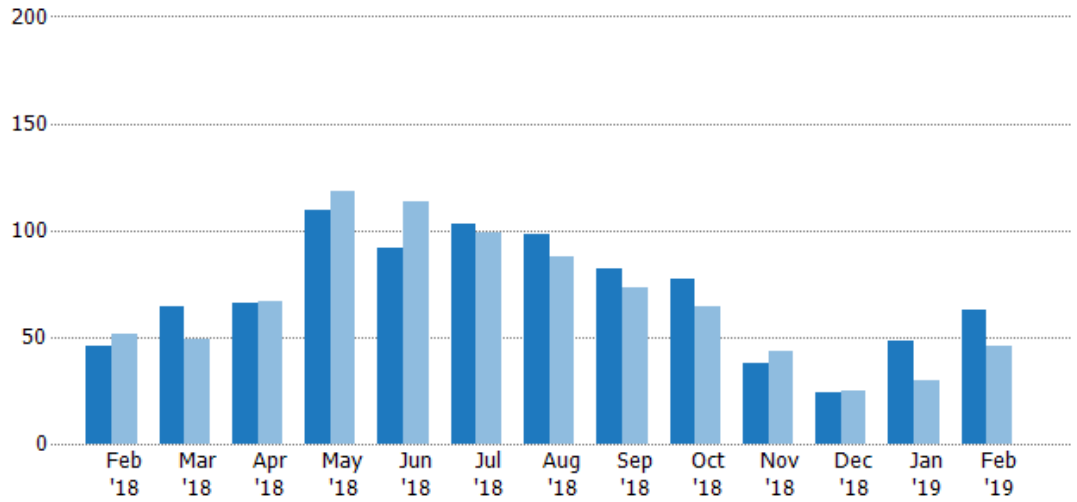
New Listings

The number of new residential listings that were added each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Feb '19	63	37%
Feb '18	46	-9.8%
Feb '17	51	2%



Current Year	46	64	66	109	92	103	98	82	77	38	24	48	63
Prior Year	51	49	67	118	113	99	88	73	64	43	25	30	46
Percent Change from Prior Year	-10%	31%	-1%	-8%	-19%	4%	11%	12%	20%	-12%	-4%	60%	37%

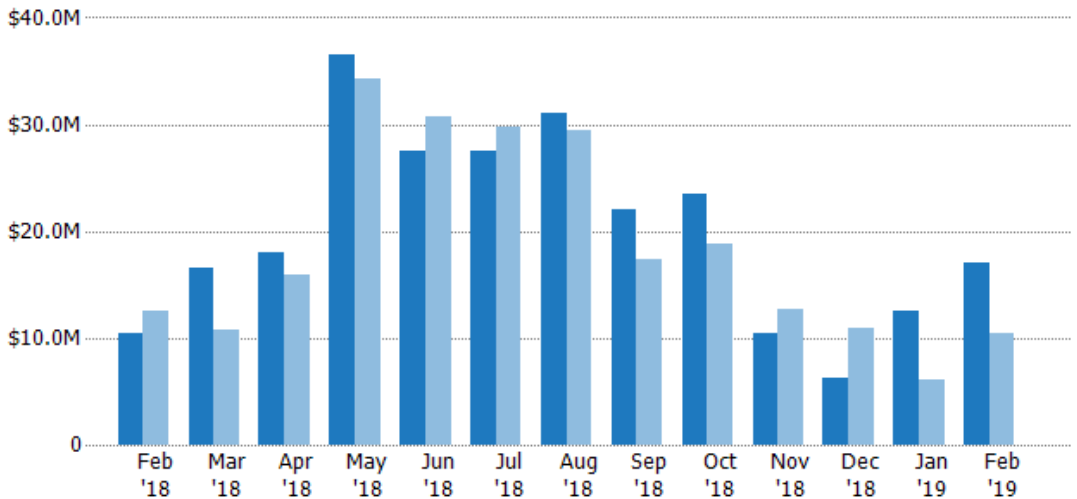
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Feb '19	\$17M	63.9%
Feb '18	\$10.4M	-17.3%
Feb '17	\$12.6M	16.4%



Current Year	\$10.4M	\$16.6M	\$18M	\$36.6M	\$27.5M	\$27.5M	\$31M	\$22.1M	\$23.5M	\$10.5M	\$6.23M	\$12.5M	\$17M
Prior Year	\$12.6M	\$10.8M	\$15.9M	\$34.3M	\$30.8M	\$29.7M	\$29.4M	\$17.4M	\$18.8M	\$12.7M	\$10.9M	\$6.14M	\$10.4M
Percent Change from Prior Year	-17%	54%	13%	7%	-11%	-8%	6%	27%	25%	-17%	-43%	104%	64%

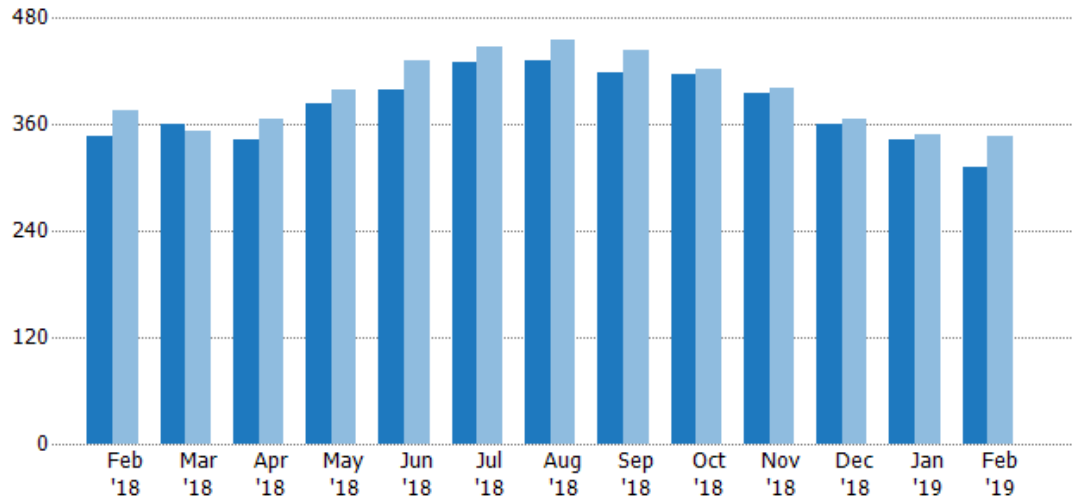
Active Listings

The number of active residential listings at the end of each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Feb '19	312	-9.8%
Feb '18	346	-7.7%
Feb '17	375	6.1%



Current Year	346	360	342	384	399	430	433	419	417	396	361	342	312
Prior Year	375	352	366	399	432	447	456	444	422	402	367	349	346
Percent Change from Prior Year	-8%	2%	-7%	-4%	-8%	-4%	-5%	-6%	-1%	-1%	-2%	-2%	-10%

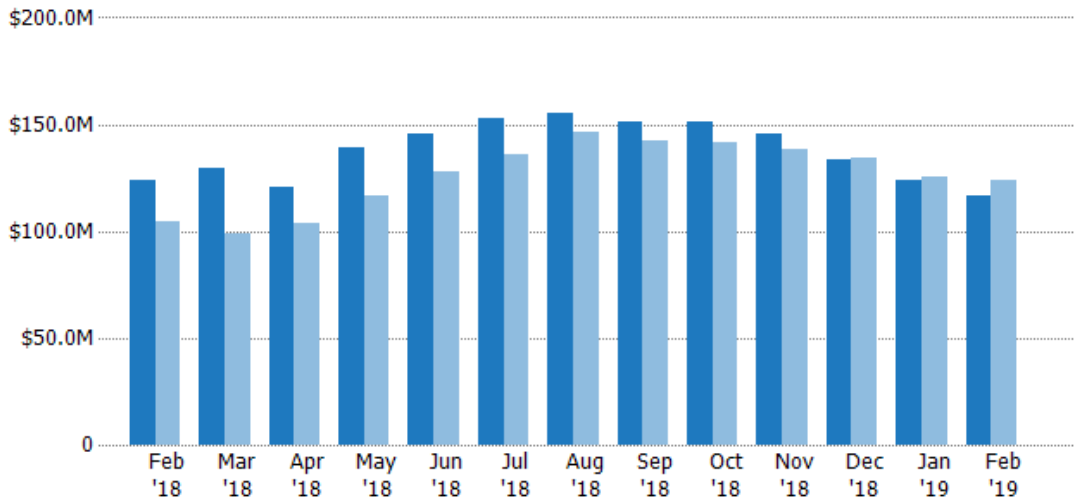
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Feb '19	\$116M	-6%
Feb '18	\$124M	18.2%
Feb '17	\$105M	15.1%



Current Year	\$124M	\$129M	\$121M	\$139M	\$146M	\$153M	\$155M	\$152M	\$151M	\$146M	\$133M	\$124M	\$116M
Prior Year	\$105M	\$99M	\$104M	\$117M	\$128M	\$136M	\$146M	\$142M	\$141M	\$138M	\$135M	\$125M	\$124M
Percent Change from Prior Year	18%	30%	16%	19%	14%	13%	6%	6%	7%	5%	-1%	-1%	-6%

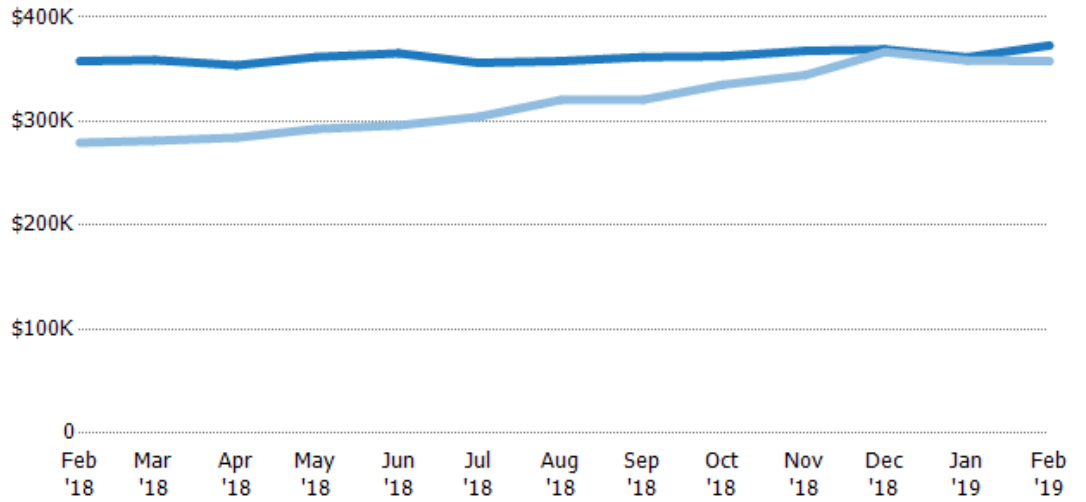
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Feb '19	\$373K	4.2%
Feb '18	\$358K	28.1%
Feb '17	\$279K	8.5%



Current Year	\$358K	\$359K	\$354K	\$362K	\$365K	\$356K	\$358K	\$362K	\$362K	\$368K	\$369K	\$362K	\$373K
Prior Year	\$279K	\$281K	\$284K	\$293K	\$296K	\$304K	\$321K	\$321K	\$335K	\$344K	\$367K	\$358K	\$358K
Percent Change from Prior Year	28%	28%	24%	24%	23%	17%	12%	13%	8%	7%	1%	1%	4%

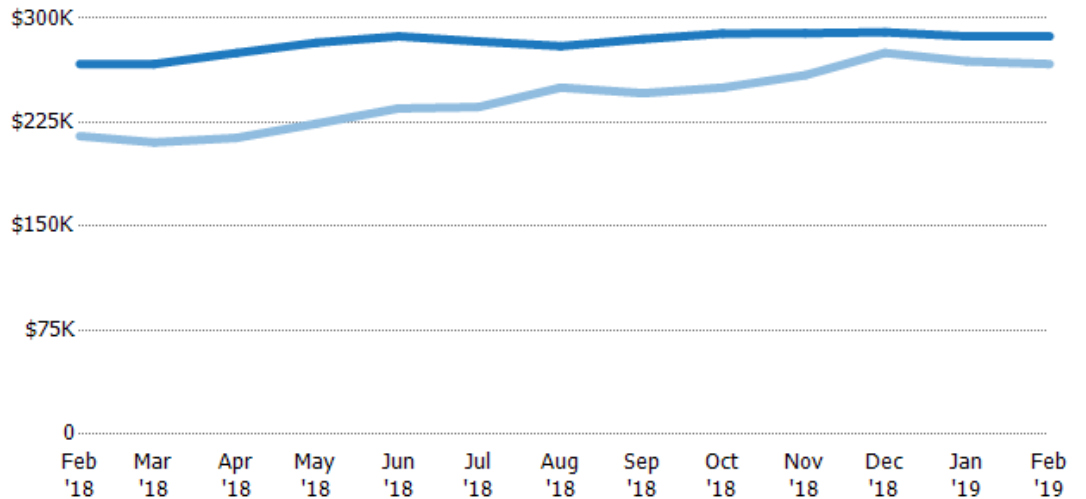
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Feb '19	\$287K	7.5%
Feb '18	\$267K	24.2%
Feb '17	\$215K	7%



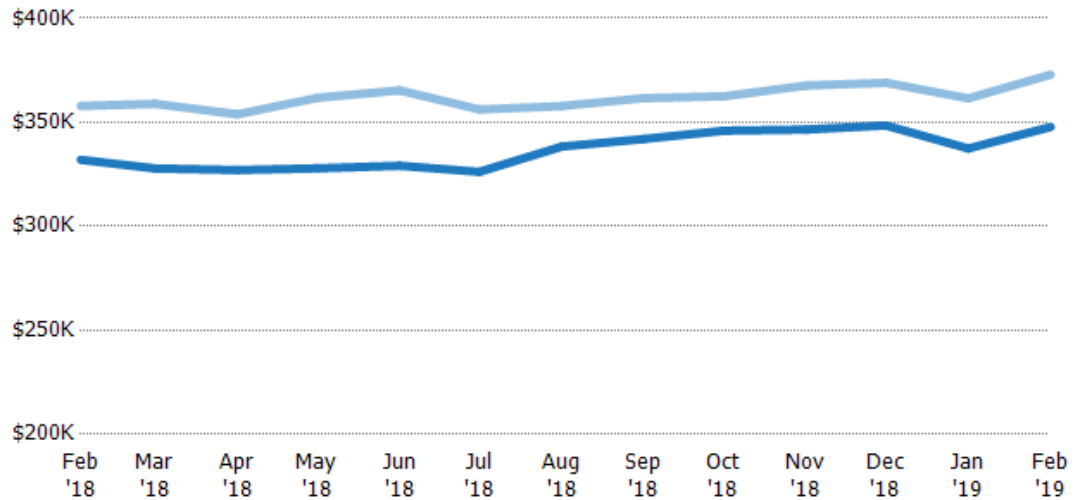
Current Year	\$267K	\$267K	\$275K	\$282K	\$287K	\$283K	\$280K	\$285K	\$289K	\$289K	\$290K	\$287K	\$287K
Prior Year	\$215K	\$211K	\$214K	\$224K	\$235K	\$236K	\$250K	\$246K	\$250K	\$259K	\$275K	\$269K	\$267K
Percent Change from Prior Year	24%	27%	29%	26%	22%	20%	12%	16%	16%	12%	5%	7%	7%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence



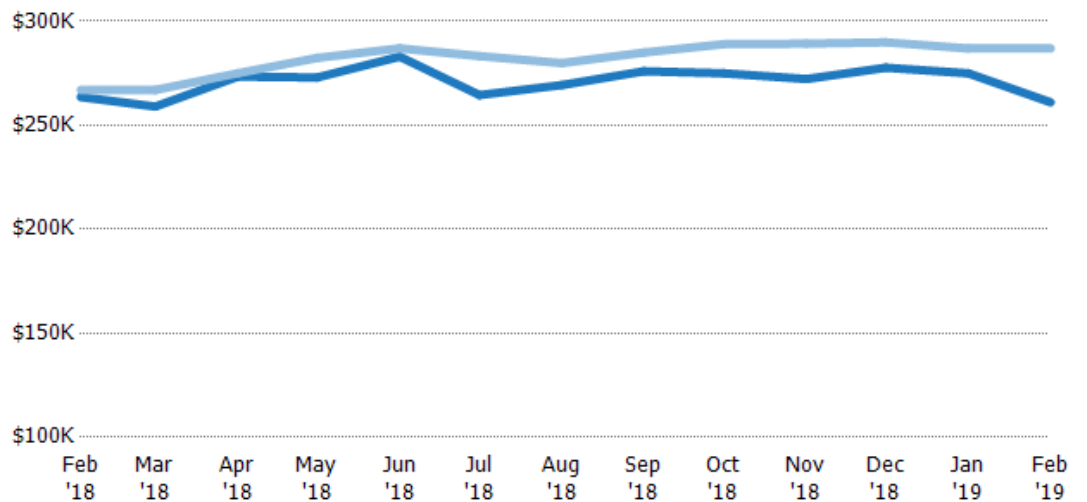
Avg Est Value	\$332K	\$328K	\$327K	\$328K	\$329K	\$326K	\$338K	\$342K	\$346K	\$347K	\$348K	\$337K	\$348K
Avg Listing Price	\$358K	\$359K	\$354K	\$362K	\$365K	\$356K	\$358K	\$362K	\$362K	\$368K	\$369K	\$362K	\$373K
Avg Listing Price as a % of Avg Est Value	108%	109%	108%	110%	111%	109%	106%	106%	105%	106%	106%	107%	107%

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence



Median Est Value	\$264K	\$259K	\$273K	\$273K	\$283K	\$265K	\$269K	\$276K	\$275K	\$272K	\$278K	\$275K	\$261K
Median Listing Price	\$267K	\$267K	\$275K	\$282K	\$287K	\$283K	\$280K	\$285K	\$289K	\$289K	\$290K	\$287K	\$287K
Med Listing Price as a % of Med Est Value	101%	103%	101%	103%	101%	107%	104%	103%	105%	106%	104%	104%	110%

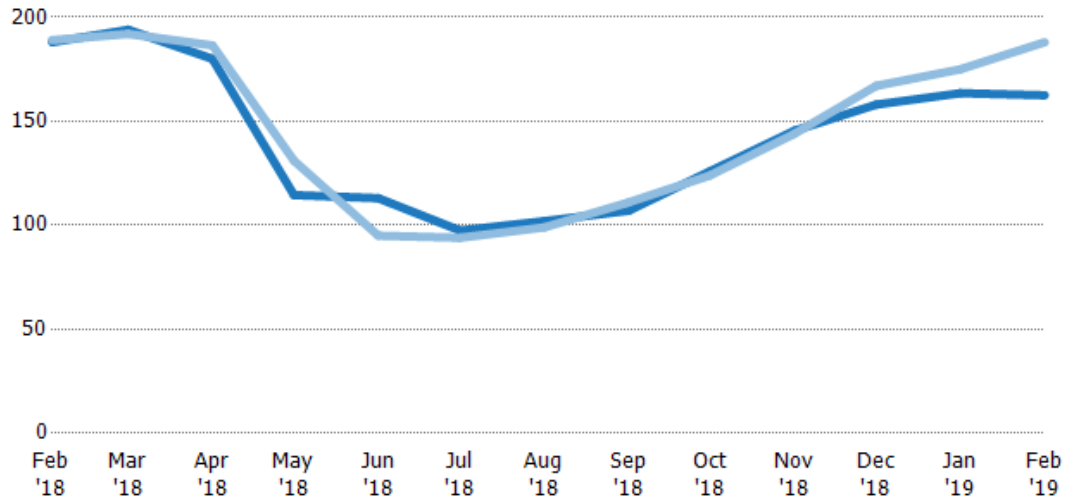
Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Days	% Chg.
Feb '19	163	-13.6%
Feb '18	188	-0.5%
Feb '17	189	-5.3%



Current Year	188	194	180	115	113	97.5	102	107	126	146	158	164	163
Prior Year	189	192	187	131	95	94	99	111	124	144	167	175	188
Percent Change from Prior Year	-1%	1%	-3%	-13%	19%	4%	3%	-4%	2%	1%	-5%	-7%	-14%

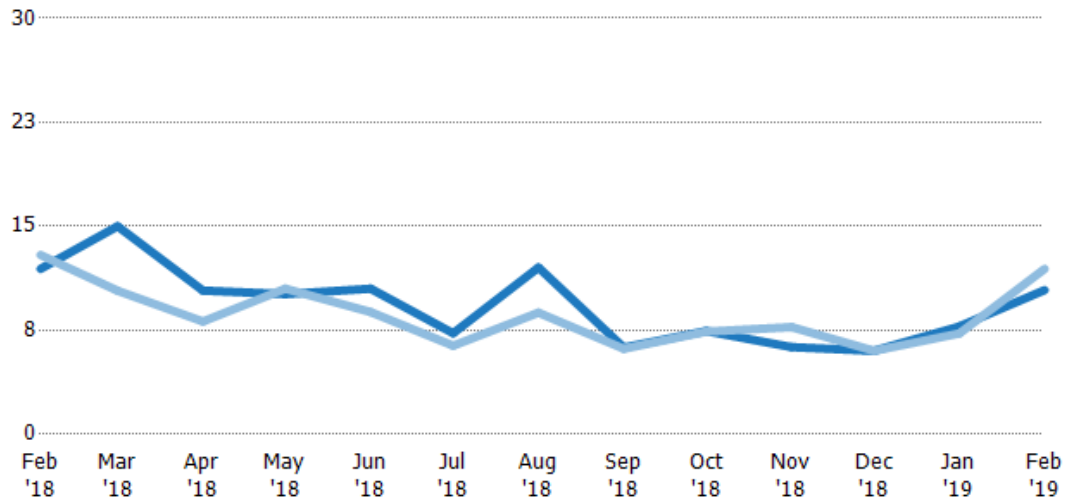
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Months	% Chg.
Feb '19	10.4	-12.8%
Feb '18	11.9	-7.7%
Feb '17	12.9	62%



Current Year	11.9	15	10.4	10.1	10.5	7.29	12	6.25	7.45	6.29	6.02	7.77	10.4
Prior Year	12.9	10.4	8.13	10.5	8.82	6.39	8.77	6.17	7.4	7.73	6.02	7.27	11.9
Percent Change from Prior Year	-8%	45%	27%	-4%	19%	14%	37%	1%	1%	-19%	0	7%	-13%

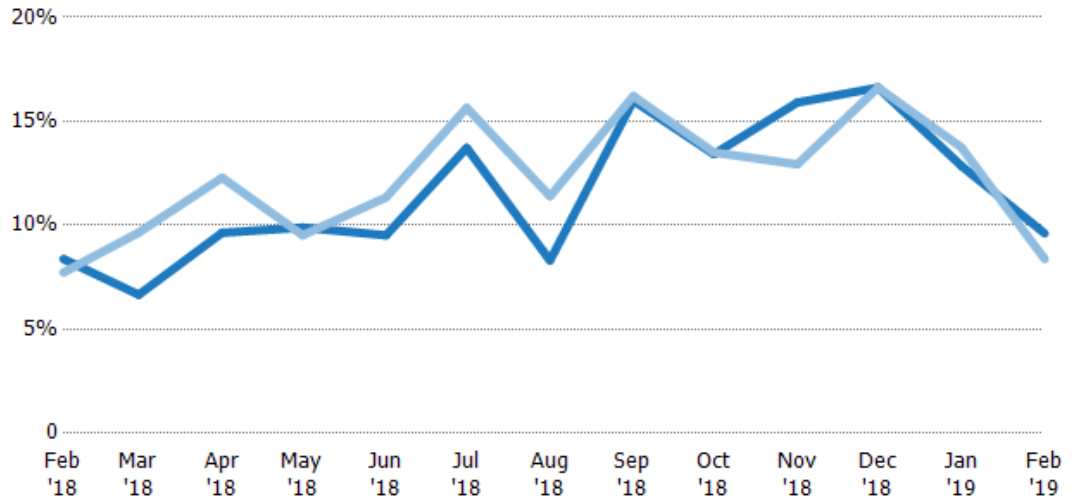
Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Rate	Chg.
Feb '19	10%	-1.2%
Feb '18	8%	-0.7%
Feb '17	8%	-38.3%



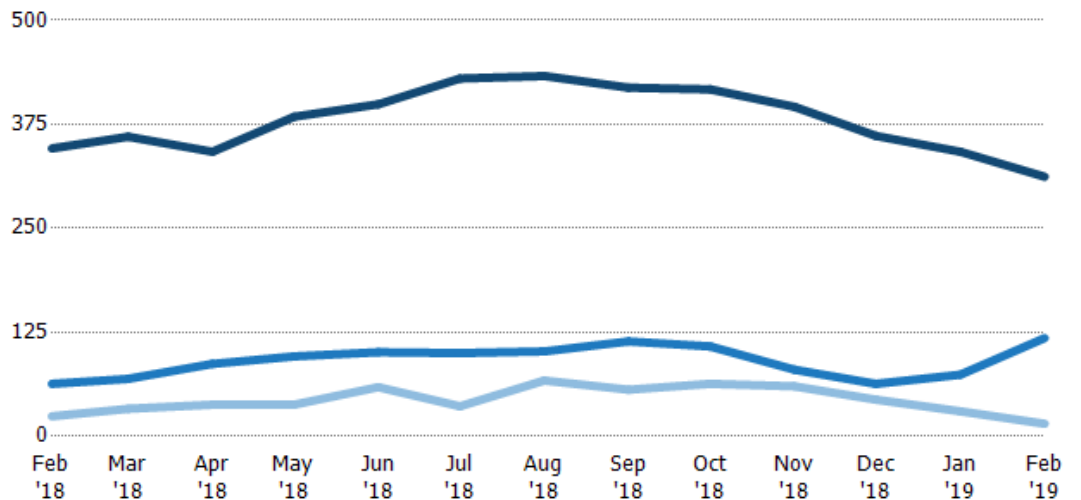
Current Year	8%	7%	10%	10%	10%	14%	8%	16%	13%	16%	17%	13%	10%
Prior Year	8%	10%	12%	10%	11%	16%	11%	16%	14%	13%	17%	14%	8%
Change from Prior Year	-1%	3%	3%	0%	2%	2%	3%	0%	0%	-3%	0%	1%	-1%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence



Active	346	360	342	384	399	430	433	419	417	396	361	342	312
Pending	63	69	87	96	101	100	102	114	108	80	63	74	118
Sold	24	33	38	38	59	36	67	56	63	60	44	30	15

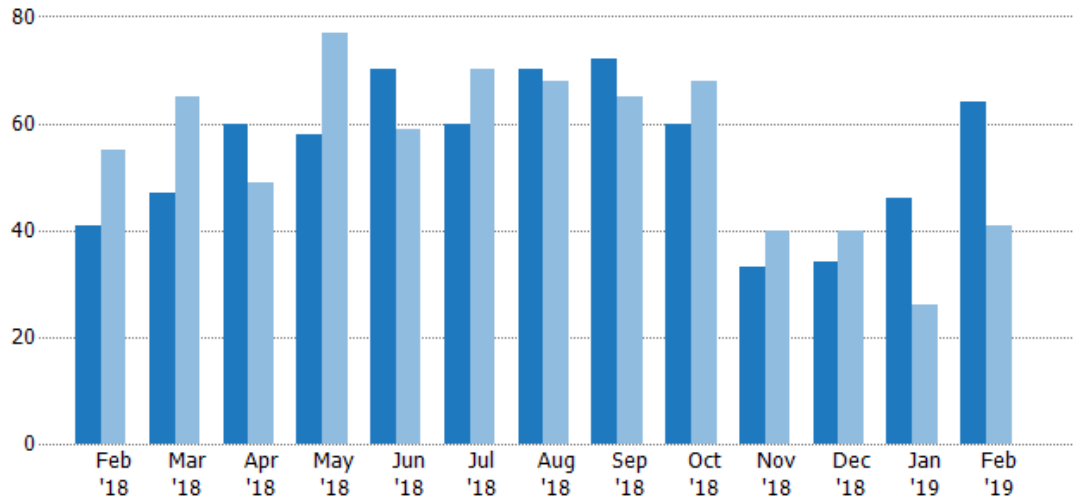
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Feb '19	64	56.1%
Feb '18	41	-25.5%
Feb '17	55	-29.1%



Current Year	41	47	60	58	70	60	70	72	60	33	34	46	64
Prior Year	55	65	49	77	59	70	68	65	68	40	40	26	41
Percent Change from Prior Year	-25%	-28%	22%	-25%	19%	-14%	3%	11%	-12%	-18%	-15%	77%	56%

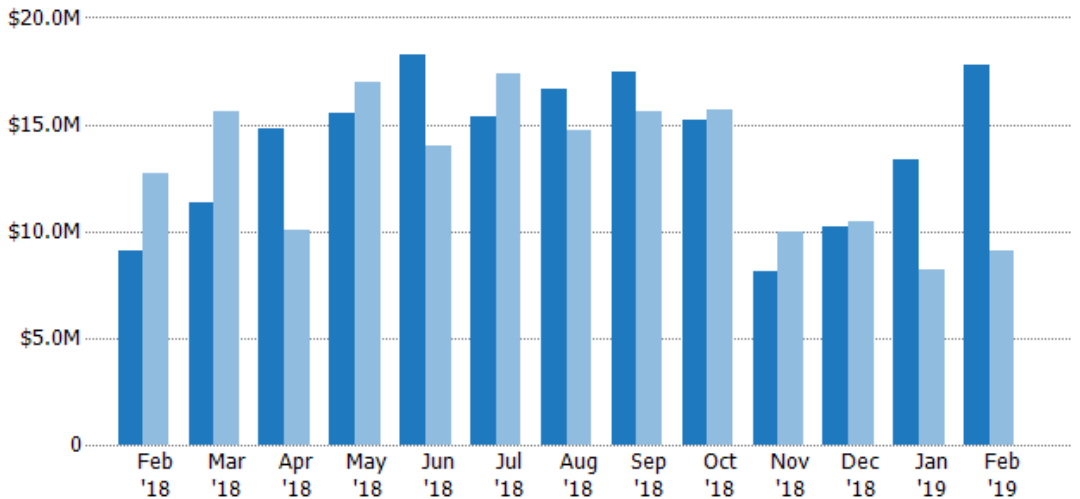
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Feb '19	\$17.8M	96.1%
Feb '18	\$9.05M	-28.9%
Feb '17	\$12.7M	-37.7%



Current Year	\$9.05M	\$11.3M	\$14.8M	\$15.5M	\$18.3M	\$15.4M	\$16.7M	\$17.5M	\$15.2M	\$8.1M	\$10.3M	\$13.3M	\$17.8M
Prior Year	\$12.7M	\$15.6M	\$10.1M	\$17M	\$14M	\$17.4M	\$14.8M	\$15.6M	\$15.7M	\$9.94M	\$10.4M	\$8.2M	\$9.05M
Percent Change from Prior Year	-29%	-27%	46%	-9%	30%	-12%	13%	12%	-3%	-19%	-2%	63%	96%

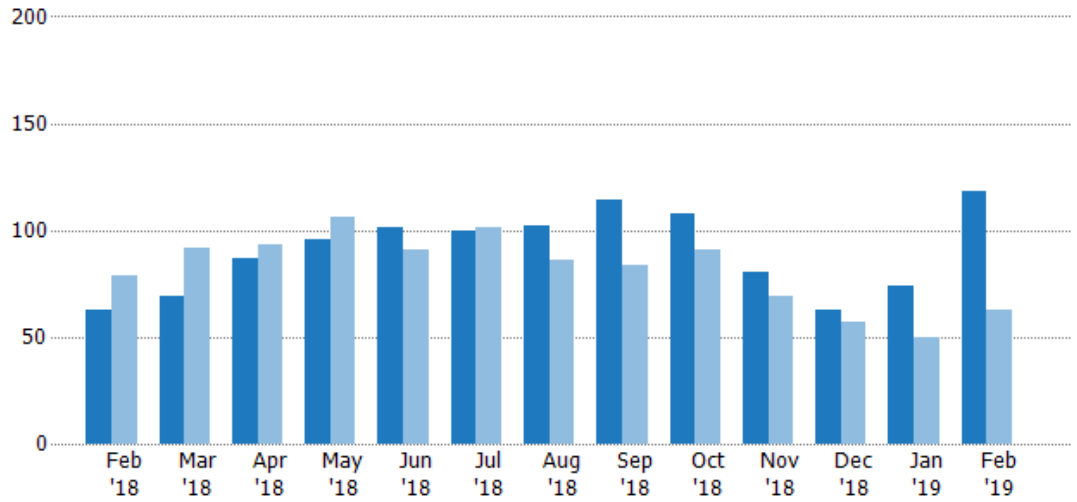
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Feb '19	118	87.3%
Feb '18	63	-20.3%
Feb '17	79	-31.6%



Current Year	63	69	87	96	101	100	102	114	108	80	63	74	118
Prior Year	79	92	93	106	91	101	86	84	91	69	57	50	63
Percent Change from Prior Year	-20%	-25%	-6%	-9%	11%	-1%	19%	36%	19%	16%	11%	48%	87%

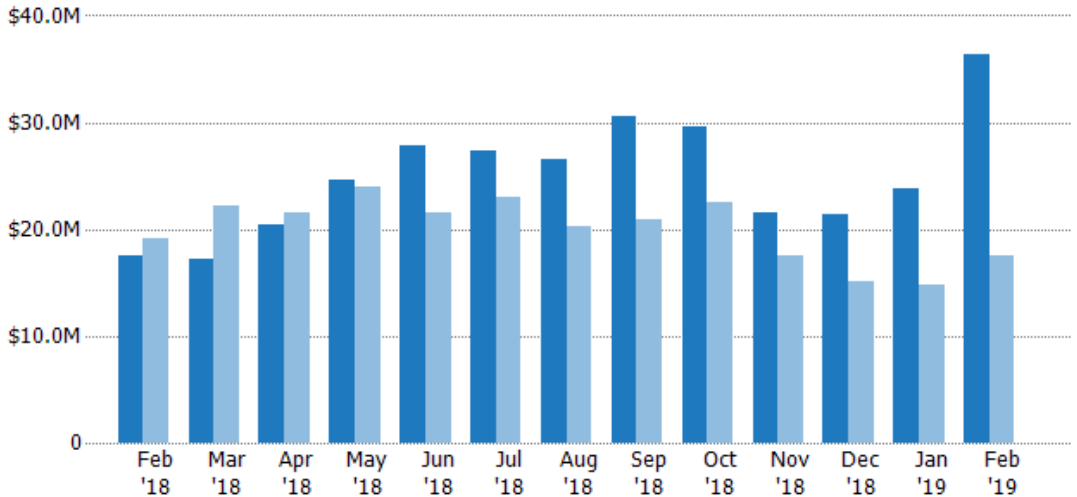
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Feb '19	\$36.4M	107.4%
Feb '18	\$17.5M	-8.2%
Feb '17	\$19.1M	-38%



Current Year	\$17.5M	\$17.2M	\$20.4M	\$24.6M	\$27.9M	\$27.3M	\$26.5M	\$30.6M	\$29.6M	\$21.5M	\$21.4M	\$23.8M	\$36.4M
Prior Year	\$19.1M	\$22.3M	\$21.6M	\$24M	\$21.6M	\$23M	\$20.3M	\$20.9M	\$22.5M	\$17.6M	\$15.1M	\$14.8M	\$17.5M
Percent Change from Prior Year	-8%	-23%	-5%	3%	29%	19%	31%	46%	31%	23%	41%	61%	107%

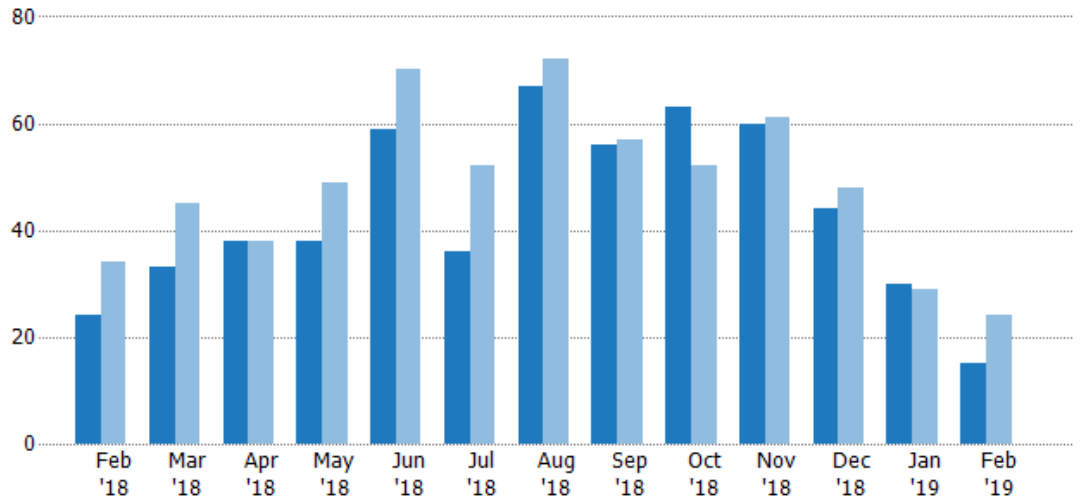
Closed Sales

The total number of residential properties sold each month.

Filters Used

State: VT
County: Washington County,
Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Feb '19	15	-37.5%
Feb '18	24	-29.4%
Feb '17	34	-38.2%



Current Year	24	33	38	38	59	36	67	56	63	60	44	30	15
Prior Year	34	45	38	49	70	52	72	57	52	61	48	29	24
Percent Change from Prior Year	-29%	-27%	0%	-22%	-16%	-31%	-7%	-2%	21%	-2%	-8%	3%	-38%

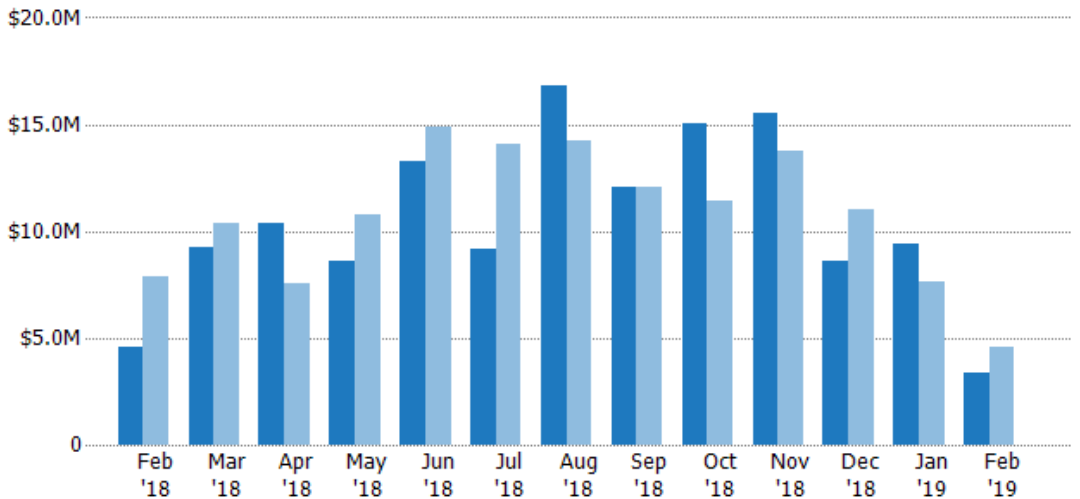
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

State: VT
County: Washington County,
Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$3.34M	-27.6%
Feb '18	\$4.61M	-41.4%
Feb '17	\$7.87M	-66.5%



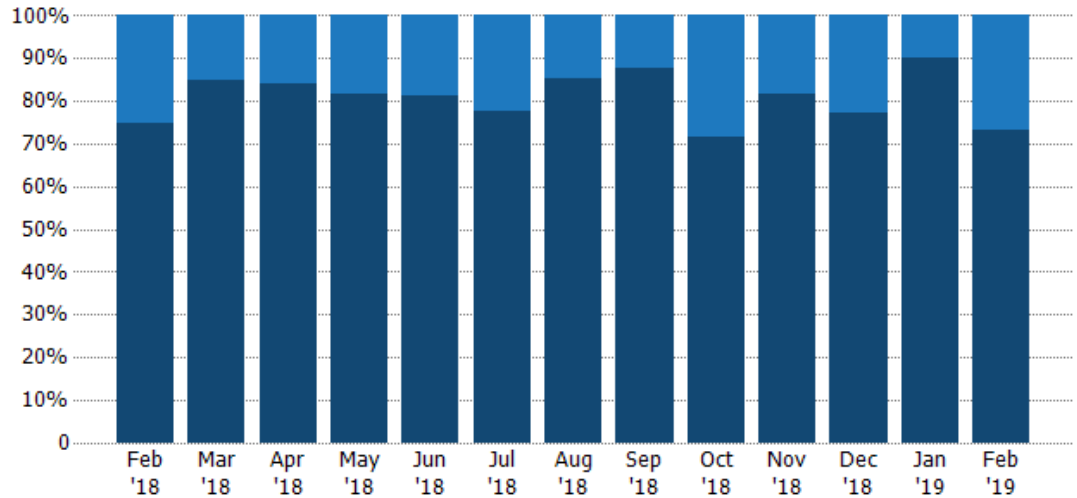
Current Year	\$4.61M	\$9.28M	\$10.4M	\$8.59M	\$13.3M	\$9.19M	\$16.8M	\$12.1M	\$15.1M	\$15.5M	\$8.57M	\$9.41M	\$3.34M
Prior Year	\$7.87M	\$10.4M	\$7.54M	\$10.7M	\$14.9M	\$14.1M	\$14.2M	\$12.1M	\$11.4M	\$13.7M	\$11.1M	\$7.63M	\$4.61M
Percent Change from Prior Year	-41%	-11%	38%	-20%	-11%	-35%	18%	0	32%	13%	-22%	23%	-28%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

State: VT
County: Washington County,
Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Condo/Townhouse	25%	15%	16%	18%	19%	22%	15%	13%	29%	18%	23%	10%	27%
Single Family Residence	75%	85%	84%	82%	81%	78%	85%	88%	71%	82%	77%	90%	73%

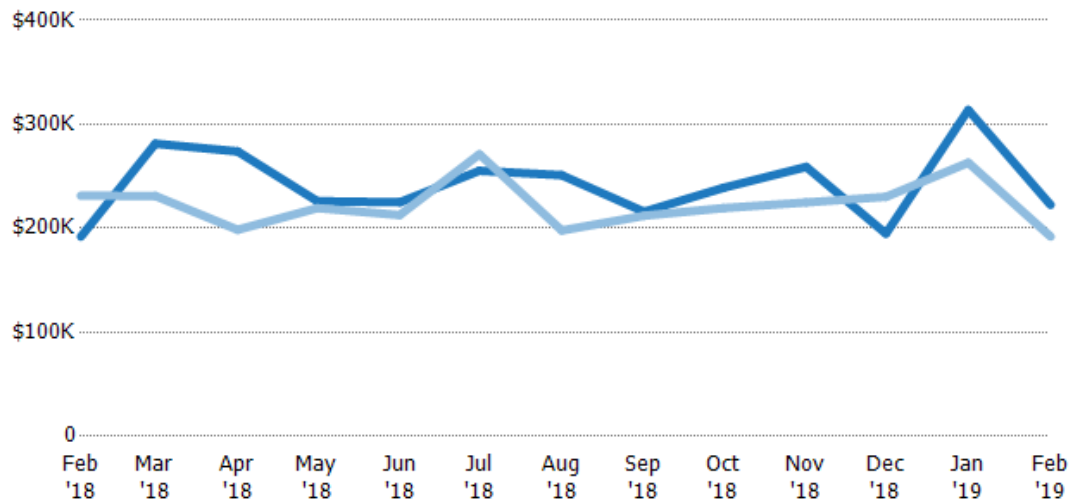
Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

State: VT
County: Washington County,
Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$222K	15.8%
Feb '18	\$192K	-17%
Feb '17	\$231K	-45.7%



Current Year	\$192K	\$281K	\$274K	\$226K	\$225K	\$255K	\$251K	\$216K	\$239K	\$259K	\$195K	\$314K	\$222K
Prior Year	\$231K	\$231K	\$199K	\$219K	\$213K	\$271K	\$198K	\$212K	\$219K	\$225K	\$230K	\$263K	\$192K
Percent Change from Prior Year	-17%	22%	38%	3%	6%	-6%	27%	2%	9%	15%	-15%	19%	16%

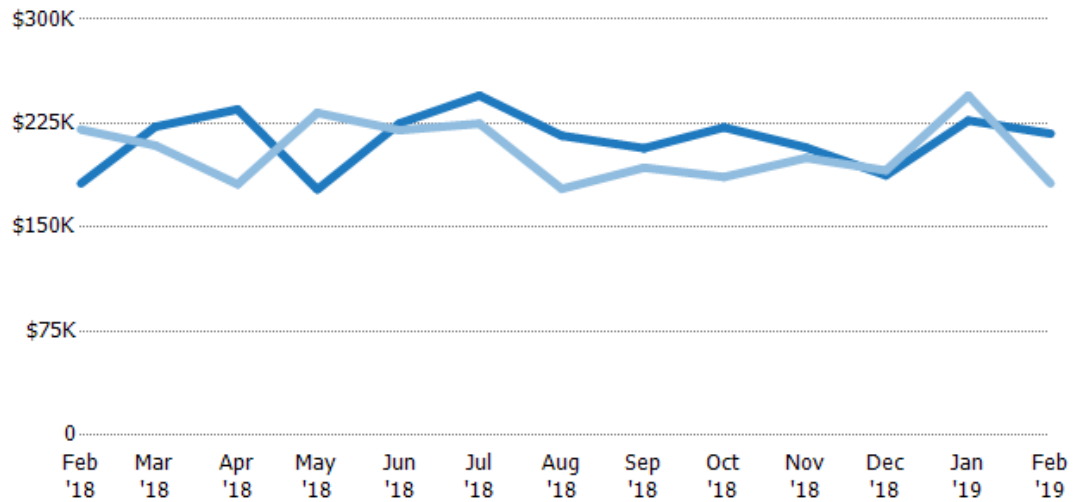
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Feb '19	\$218K	19.8%
Feb '18	\$182K	-17.6%
Feb '17	\$221K	-47.8%



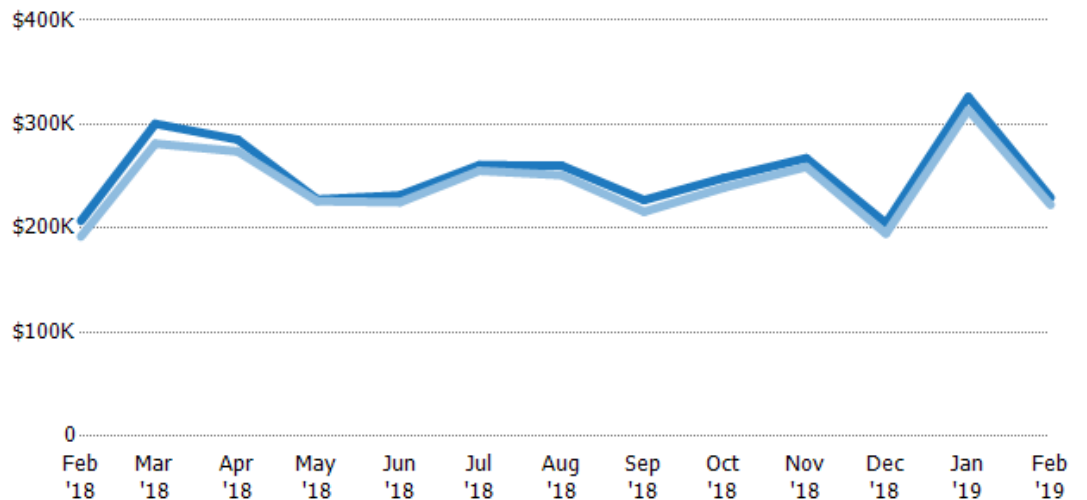
Current Year	\$182K	\$223K	\$235K	\$177K	\$225K	\$245K	\$216K	\$207K	\$222K	\$208K	\$188K	\$227K	\$218K
Prior Year	\$221K	\$209K	\$181K	\$233K	\$220K	\$225K	\$178K	\$193K	\$186K	\$200K	\$191K	\$245K	\$182K
Percent Change from Prior Year	-18%	6%	30%	-24%	2%	9%	22%	7%	19%	4%	-2%	-7%	20%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence



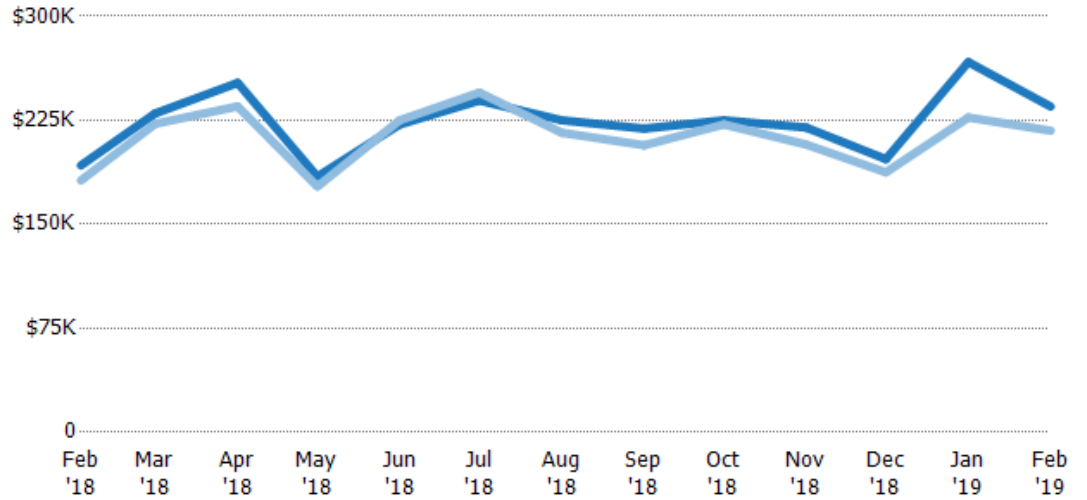
Avg List Price	\$207K	\$300K	\$285K	\$228K	\$232K	\$261K	\$260K	\$227K	\$248K	\$267K	\$205K	\$326K	\$229K
Avg Sales Price	\$192K	\$281K	\$274K	\$226K	\$225K	\$255K	\$251K	\$216K	\$239K	\$259K	\$195K	\$314K	\$222K
Avg Sales Price as a % of Avg List Price	93%	94%	96%	99%	97%	98%	97%	95%	96%	97%	95%	96%	97%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence



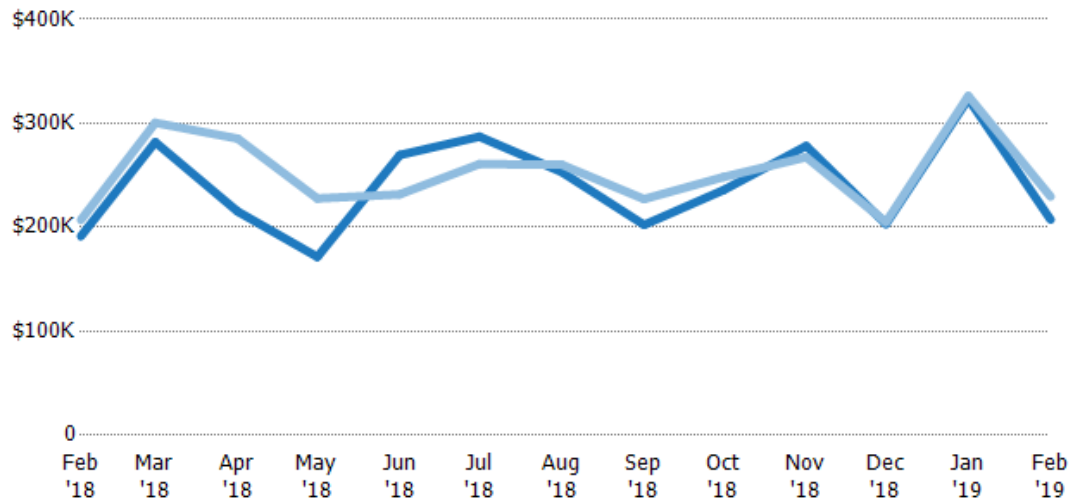
Median List Price	\$192K	\$230K	\$252K	\$184K	\$222K	\$239K	\$225K	\$219K	\$225K	\$220K	\$197K	\$267K	\$235K
Median Sales Price	\$182K	\$223K	\$235K	\$177K	\$225K	\$245K	\$216K	\$207K	\$222K	\$208K	\$188K	\$227K	\$218K
Med Sales Price as a % of Med List Price	94%	97%	93%	96%	101%	102%	96%	95%	99%	94%	95%	85%	93%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence



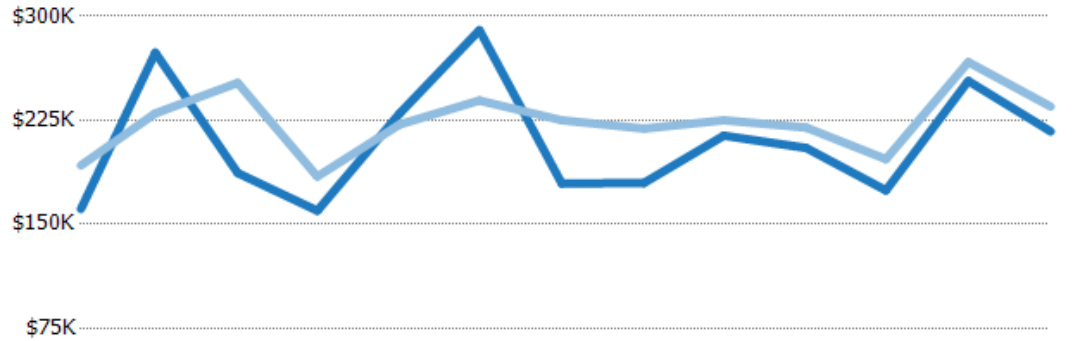
Avg Est Value	\$191K	\$282K	\$215K	\$172K	\$269K	\$287K	\$253K	\$202K	\$236K	\$278K	\$203K	\$323K	\$207K
Avg Sales Price	\$207K	\$300K	\$285K	\$228K	\$232K	\$261K	\$260K	\$227K	\$248K	\$267K	\$205K	\$326K	\$229K
Avg Sales Price as a % of Avg Est Value	108%	107%	133%	133%	86%	91%	103%	112%	105%	96%	101%	101%	111%

Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
County: Washington County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$161K	\$274K	\$187K	\$160K	\$230K	\$290K	\$179K	\$180K	\$214K	\$205K	\$174K	\$253K	\$217K
Median Sales Price	\$192K	\$230K	\$252K	\$184K	\$222K	\$239K	\$225K	\$219K	\$225K	\$220K	\$197K	\$267K	\$235K
Med Sales Price as a % of Med Est Value	120%	84%	135%	115%	97%	83%	125%	122%	105%	107%	113%	105%	108%